



Genève - Zurich
15 November 2011

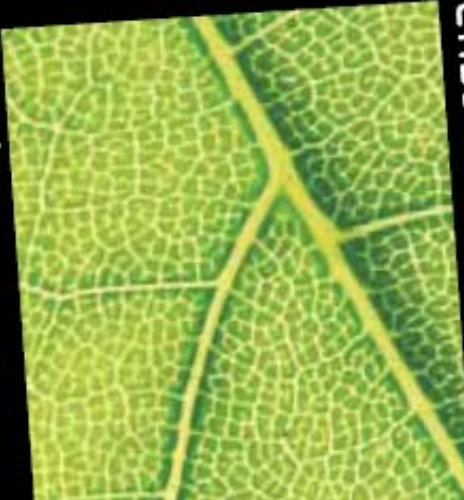
fuoco



aria



terra



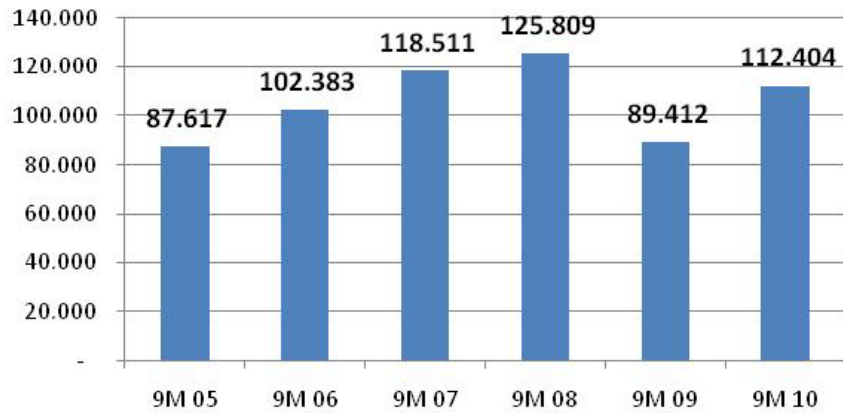
acqua



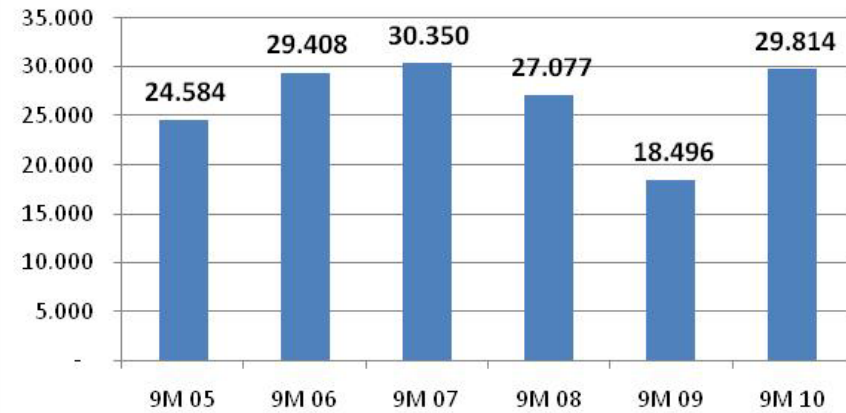
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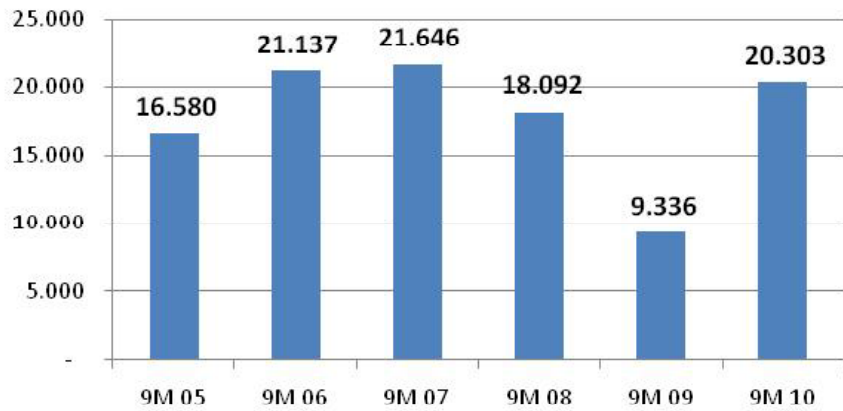
SALES



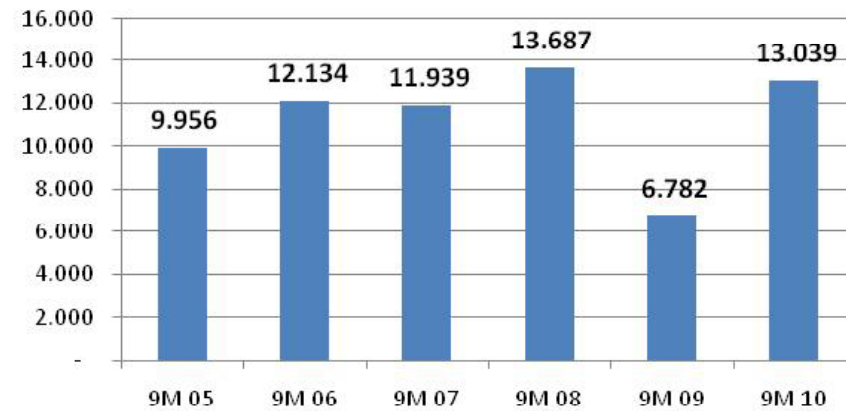
EBITDA



EBIT



NET INCOME



Quarterly income statement

€ x 000	Q3 10		Q2 10		Q1 10		Q4 09		Q3 09		Q2 09		Q1 09	
SALES	34.679	100,0%	42.176	100,0%	35.549	100,0%	37.676	100,0%	32.048	100,0%	31.335	100,0%	26.029	100,0%
Materials	(13.265)	-38,3%	(16.861)	-40,0%	(14.867)	-41,8%	(13.018)	-34,6%	(11.047)	-34,5%	(10.084)	-32,2%	(6.684)	-25,7%
Payroll	(7.038)	-20,3%	(8.200)	-19,4%	(8.118)	-22,8%	(7.434)	-19,7%	(6.422)	-20,0%	(6.814)	-21,7%	(5.768)	-22,2%
Change in stock	611	1,8%	1.901	4,5%	4.080	11,5%	146	0,4%	1.036	3,2%	(2.282)	-7,3%	(5.752)	-22,1%
Other operating costs/income	(6.287)	-18,1%	(7.461)	-17,7%	(7.085)	-19,9%	(7.348)	-19,5%	(6.842)	-21,3%	(5.580)	-17,8%	(4.677)	-18,0%
EBITDA	8.700	25,1%	11.555	27,4%	9.559	26,9%	10.022	26,6%	8.773	27,4%	6.575	21,0%	3.148	12,1%
Depreciation	(3.208)	-9,3%	(3.084)	-7,3%	(2.958)	-8,3%	(3.144)	-8,3%	(3.155)	-9,8%	(3.032)	-9,7%	(2.964)	-11,4%
Gains/losses on fixed assets	(90)	-0,3%	(191)	-0,5%	20	0,1%	4	0,0%	(10)	0,0%	1	0,0%	0	0,0%
EBIT	5.402	15,6%	8.280	19,6%	6.621	18,6%	6.882	18,3%	5.608	17,5%	3.544	11,3%	184	0,7%
Net financial expense	(199)	-0,6%	(355)	-0,8%	(176)	-0,5%	(423)	-1,1%	(244)	-0,8%	(293)	-0,9%	(377)	-1,4%
Foreign exchange gains/losses	(460)	-1,3%	233	0,6%	42	0,1%	12	0,0%	(131)	-0,4%	(63)	-0,2%	(151)	-0,6%
Equity investments profits/losses	(105)	-0,3%	(499)	-1,2%	0	0,0%	0	0,0%	0	0,0%	0	0,0%	0	0,0%
EBT	4.638	13,4%	7.659	18,2%	6.487	18,2%	6.471	17,2%	5.233	16,3%	3.188	10,2%	(344)	-1,3%
Income taxes	(1.658)	-4,8%	(2.118)	-5,0%	(1.969)	-5,5%	(1.701)	-4,5%	(1.527)	-4,8%	232	0,7%	31	0,1%
Minorities	0		0		0		0		0		0		0	
NET INCOME	2.980	8,6%	5.541	13,1%	4.518	12,7%	4.770	12,7%	3.706	11,6%	3.420	10,9%	(313)	-1,2%

Cash flow statement

€ x 1000	9M 10	9M 09
<i>Cash at the beginning of the period</i>	9.154	11.229
Net profit	13.039	6.813
Depreciation	9.250	9.151
Change in net working capital		
change in inventories	(6.512)	6.795
change in receivables	(2.248)	3.987
change in payables	(6.294)	(2.928)
	(15.054)	7.854
Other changes in operating items	5.796	(1.030)
Operating cash flow	13.031	22.788
Investments, net of disposals	(9.889)	(8.908)
Free cash flow	3.142	13.880
Cash flow from financial activity	208	(3.314)
Own shares	0	(261)
Dividends	(5.750)	(8.050)
Forex	387	645
Cash flow	(2.013)	2.900
<i>Cash at the end of the period</i>	<i>7.141</i>	<i>14.129</i>

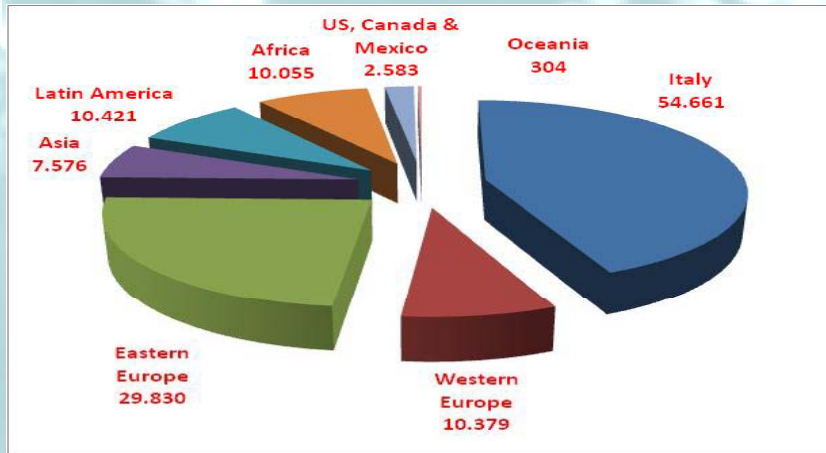
Balance sheet

€ x 1000	30-set-10	30-giu-10	31-dic-09
Fixed assets	99.592	101.150	99.038
Net working capital	42.906	34.073	33.191
Non current assets held for sale	-	-	-
Capital Employed	142.498	135.223	132.229
Equity	117.317	115.038	109.133
Deferred taxes	312	301	240
Reserves for risks and severance indemnity	3.391	3.427	3.695
Net debt	21.478	16.457	19.161
Sources of finance	142.498	135.223	132.229

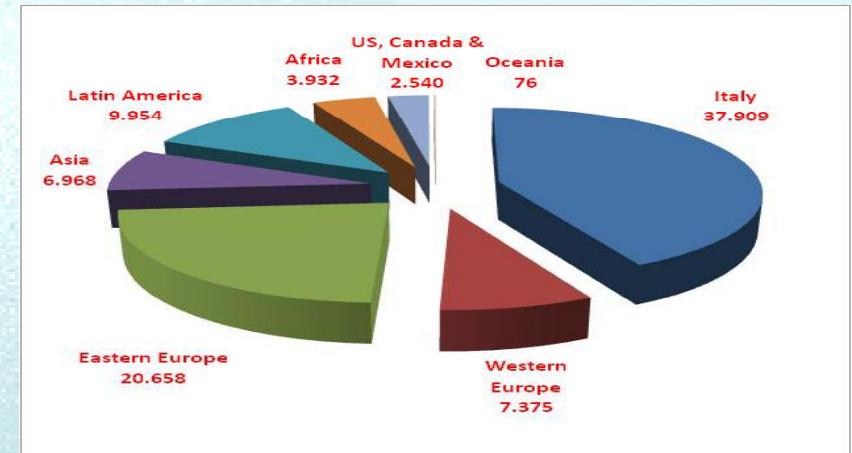
Net financial position

<i>(in thousands of Euros)</i>	30.09.2010	31.12.2009	30.09.2009
A. Cash	12	14	15
B. Positive balances of unrestricted bank accounts	6,527	7,123	8,432
C. Other liquidities	602	2,017	1,227
D. Cash and cash equivalents (A+B+C)	7,141	9,154	9,674
E. Current bank overdrafts	4,493	177	3,000
F. Current portion of non-current debt	5,927	5,864	5,731
G. Other current financial payables	100	4	0
H. Current financial debt (E+F+G)	10,520	6,045	8,731
I. Current net financial debt (H-D)	3,379	(3,109)	(943)
J. Non-current bank payables	13,607	16,845	18,246
K. Other non-current financial payables	4,492	5,425	5,821
L. Non-current financial debt (J+K)	18,099	22,270	24,067
M. Net financial debt (L+I)	21,478	19,161	23,124

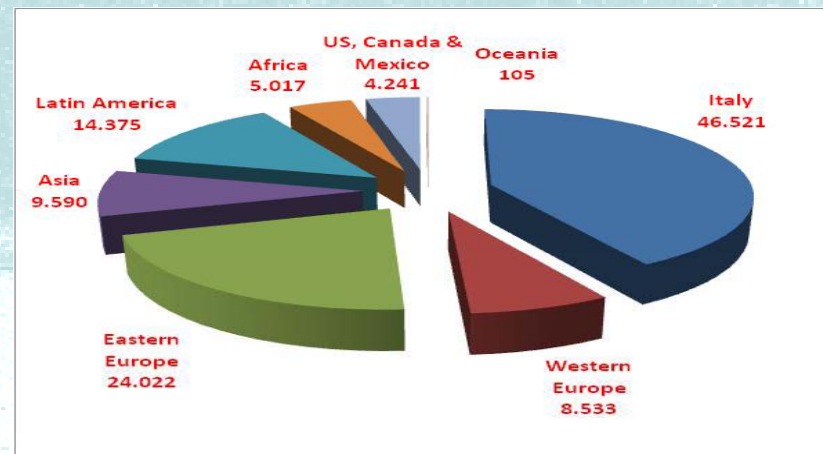
Sales by geographical area



9M 2008

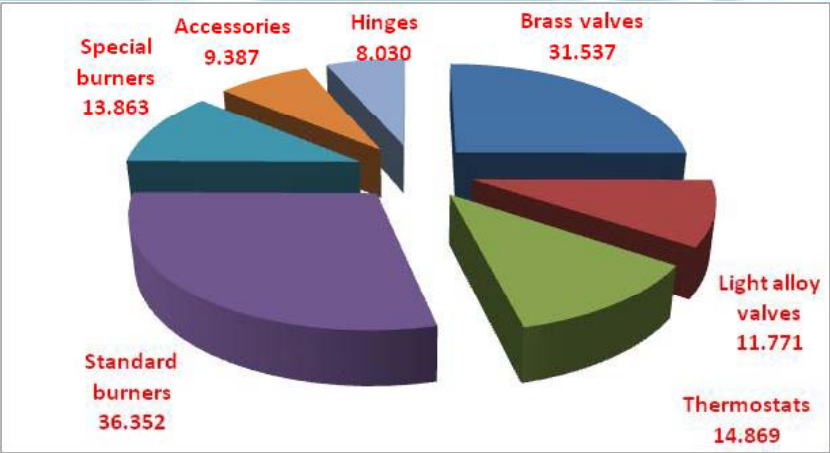


9M 2009

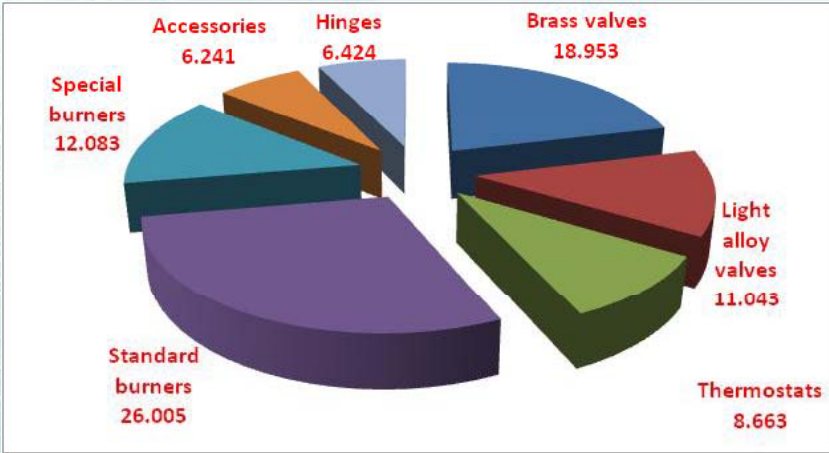


9M 2010

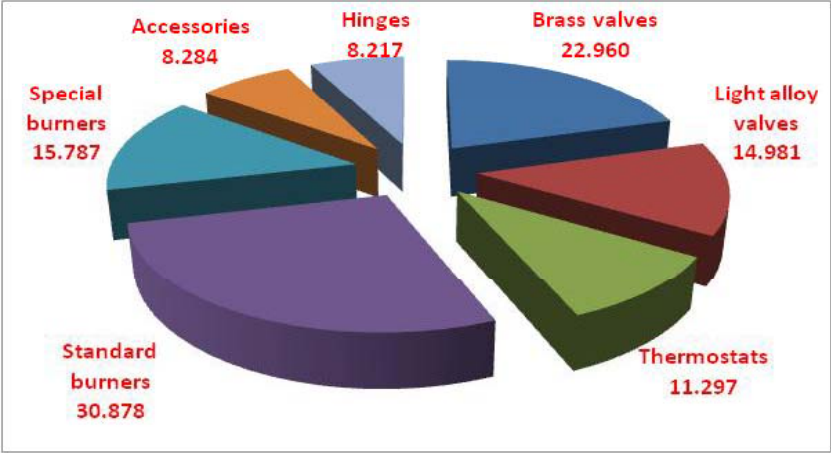
Sales by product line



9M 2008



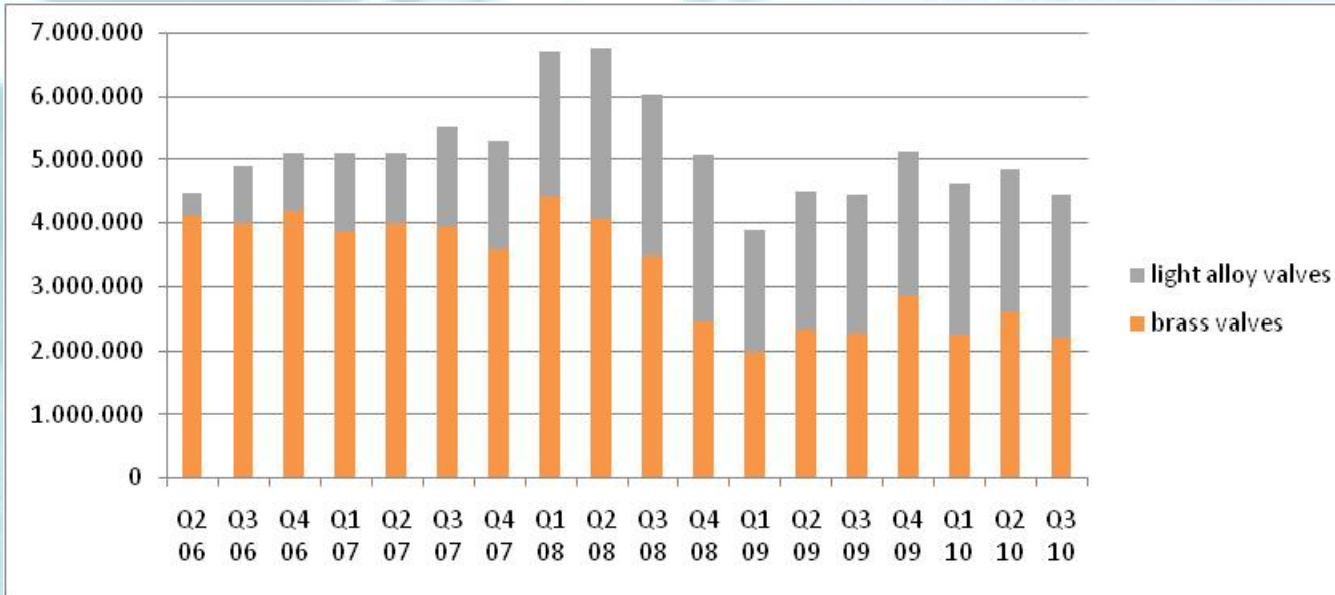
9M 2009



9M 2010

The introduction of light alloy valves

sales
(units)



Raw material incidence on an extruded aluminium gas valve for freestanding range is lower than 5%*



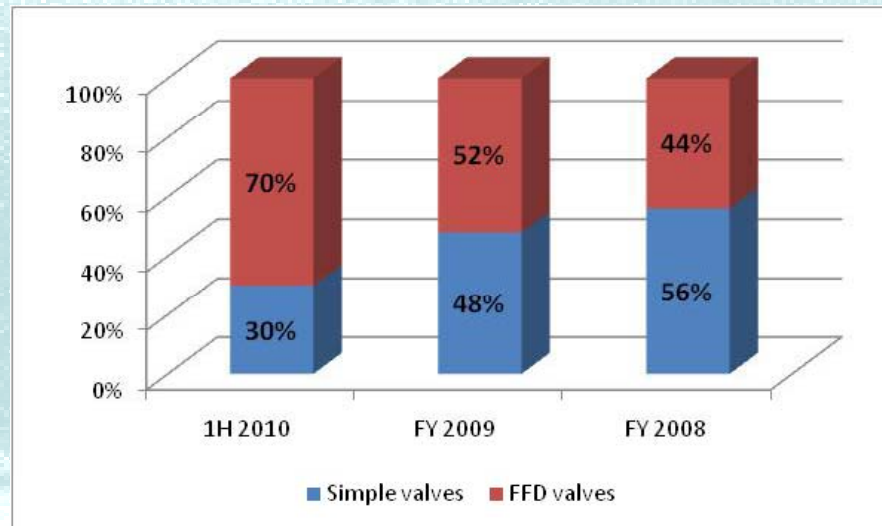
Raw material incidence on a forged brass gas valve for freestanding range is about 25%*

Compulsory safety in EU



- A flame supervision device "*a device which, under the influence of the flame on the detector element, holds open a supply of gas to the burner, and which shuts off this supply of gas in the event of extinction of the supervised flame*" is mandatory for all gas cooking appliances sold in Europe starting from 1st April 2010 (standard EN 30-1-1)
- Sabaf's production switch from simple to safety valves is accelerating

% based on units sold



- Positive effect on top line (est. +1.5% in 2010) and profitability

2010 full year forecasts

- Sales at €150 mn (+18%)
- EBITDA margin not lower than 26%

In 2H10 profitability is partly affected by

- higher raw materials purchase costs
- lower sales than in 1H10 due to seasonality

New product range

➤ Serie II High Efficiency burners, AE & AEO



➤ DUAL wok High Efficiency burners
AE, AEO and TORCH



➤ Sabaf oven burner



➤ New aluminium valve



Series II AE (High Efficiency)



Series II AE burners are interchangeable with the world wide successful Serie II standard burners. Flame spreader with inclined ports and rounded cap shape have been developed to obtain an important increase in term of efficiency

Series II AEO (High Efficiency brass version)

Series II AEO burners are perfectly interchangeable with Series II AE burners and satisfy the latest Chinese Standard GB16410/2008



Series II AEO burner range also includes an ultra rapid single ring burner

Serie II AE & Serie II AEO – Power & Efficiency



	Auxiliary	Semi Rapid	Rapid	Ultra Rapid
Maximum Output (kW)	1.00 kW	1.75 kW	3.00 kW	3.60 kW
Minimum Output (kW)	0.22 kW	0.33 kW	0.60 kW	1.50 kW
Efficiency	68%	69%	64%	60%

	EN-30 Standards Burners	Sabaf Series II Burners	Sabaf Serie s II AE, AEO
Efficiency	52 %	60%	69%
Time needed (seconds)	345	299	260
Total GAS CONSUMED (dm3 - ltr)	15.98	13.85	12.04
Saving	-	13%	25%

Comparing 3 semi rapid burners
Boiling 1 litres of tap water with
initial temperature of 25°C,
natural gas

Double Ring Dual High Efficiency burners



Sabaf new double ring dual are designed to be the most flexible, high efficiency and eco-friendly multiple flame ring burners in the market place.

They are available in three different versions:

AE (High Efficiency) – aluminium alloy flame spreader

AEO (High Efficiency brass version) – brass ring flame spreader

TORCH –brass flame spreader

Flexible – Platform concept

Using the same injector holder (applicable both on standard steel tops and ceramic glass ones) it is possible to fit **eight different flame spreaders**.

This platform concept allows the OEMs to reduce investments with a huge opportunity to diversify the aesthetics of the top of the appliances using different and interchangeable flame spreader versions.

Moreover the injector holder can have one or two inlets:

Single inlet – all rings of flame work simultaneously

Double inlets – inner and outer rings of flame work separately

Efficiency

Standard level of efficiency for triple or double ring of flame is about 52 – 53%

New Double Ring Dual burners have an **efficiency over 60%**

Eco-friendly

Increasing efficiency automatically reduces gas consumption resulting in lower pollution and carbon monoxide emissions.



Oven and grill burner

SABAF expands its range of products introducing a new and revolutionary oven and grill burner. Thanks to its technological design it allows outstanding performance and savings in assembly time.



The new oven and grill burner is set to revolutionize user habits with ignition and safety system activation time of only 1,5 seconds compared with the current 8 - 10 seconds

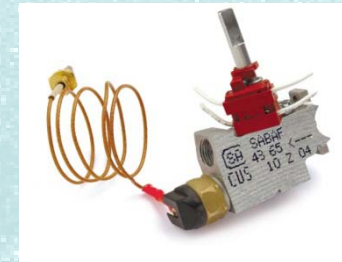
New extruded aluminium cooktop valve



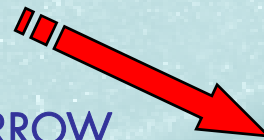
TODAY



TODAY



TOMORROW



New Sabaf aluminium cooktop valve is perfectly interchangeable with the brass cooktop valve that SABAF is currently supplying.

First Samples : September 2010
Serial Production : December 2010

Business model

- Among few players, Sabaf keeps a strong leadership and aims to widen the gap towards the competitors
- Competitive advantage based on:
 - Product and process know-how
 - Process automation
 - Economies of scale
- The industry grows faster than the appliance market, thanks to:
 - Higher technical complexity and increasing value of the components
 - Outsourcing from household manufacturers
 - Growing need for safety and efficiency
 - Attention to environmental matters

Strategy 1 – Enhance technological leadership

- We will focus on organic growth
- We will keep full control of the production process
 - Unique know how in joint product and process engineering
 - High degree of vertical integration
 - Our products set the standard for the market
- Internal engineering and construction of technical assets not available on the market
 - Special, personalized machinery
 - Robotic die-casting and automated equipment
 - High precision and high performance tools
- Average capex at 15% of sales in the past 8 years
- > 10% of workforce employed in R&D and Equipment Departments

Strategy 2 – Enhance market leadership

We aim to:

- Further increase market share in Europe (today around 50%)
- Catch huge opportunities outside Europe
- Build long term partnerships together with clients
- Optimise the customer base

Strategy 3 – Product innovation



- Sabaf is the sole provider of the full range of components for gas cooking appliances
- We have the most innovative and advanced product portfolio
- Strong focus on power efficiency, common to all new products
- Product innovation aims to increase the barriers towards competitors
 - Technology not available to others
 - Continuous cost reduction
 - New patents
- Research for a higher value product mix

Contact

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Disclaimer

Certain information included in this document is forward looking and is subject to important risks and uncertainties that could cause actual results to differ materially.

The Company's business is in the domestic appliance industry, with special reference to the gas cooking sector, and its outlook is predominantly based on its interpretation of what it considers to be the key economic factors affecting this business. Forward-looking statements with regard to the Group's business involve a number of important factors that are subject to change, including: the many interrelated factors that affect consumer confidence and worldwide demand for durable goods; general economic conditions in the Group's markets; actions of competitors; commodity prices; interest rates and currency exchange rates; political and civil unrest; and other risks and uncertainties.

Pursuant to Article 154/2, paragraph 2 of the Italian Consolidated Finance Act (Testo Unico della Finanza), the company's Financial Reporting Officer Alberto Bartoli declares that the financial disclosure contained in this financial presentation corresponds to the company's records, books and accounting entries.